

Comparisons of Job Characteristics

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Claims Adjusters, Examiners, and Investigators (13-1031)

Compare Knowledge

Compare Skills

Compare Abilities

Compare Detailed Work Activities

Compare Tools and Technologies

<<	Focus occupation element is much lower
<	Focus occupation element is lower
0	Focus occupation element is at a similar level
>	Focus occupation element is at a higher level
>>	Focus occupation element is at a much higher level

Knowledge

Similarity of Focus Occupation to Associated Occupation: 74

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Claims Adjusters, Examiners, and Investigators (13-1031)

Associated Occupation's Key Knowledge Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Customer and Personal Service	11.3	17.9	20.5	> Current knowledge level is likely sufficient
English Language	11.2	15.5	13.6	< Expanded education and/or training may be required
Clerical	7.3	10.6	13.3	> Current knowledge level is likely sufficient
Law and Government	5.9	10.4	8.2	< Expanded education and/or training may be required
Building and Construction	4.0	7.0	2.5	<< Extensive education and/or training may be required
Economics and Accounting	4.4	4.3	11.6	>> Current knowledge level is likely more than sufficient

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Skills

Similarity of Focus Occupation to Associated Occupation: 93

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Claims Adjusters, Examiners, and Investigators (13-1031)

Associated Occupation's Key Skills Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation
Critical Thinking	10.8	13.5	11.2	< A higher skill level may be required
Writing	9.2	12.2	11.6	0 Current skill level may be sufficient
Negotiation	6.8	11.8	10.5	< A higher skill level may be required
Management of Financial Resources	3.3	6.0	1.4	<< Extensive development of skills in this area may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Abilities		Similarity of Focus Occupation to Associated Occupation: 97			
Focus Occupation: Insurance Sales Agents (41-3021) Associated Occupation: Claims Adjusters, Examiners, and Investigators (13-1031)					
Associated Occupation's Key Abilities Elements	Average Rating, All Occupations	Associated Occupation's Rating	Focus Occupation's Rating	Evaluation of Focus Occupation	
Oral Comprehension	12.5	14.4	14.3	0	Current ability level may be sufficient
Written Comprehension	11.0	14.0	14.3	0	Current ability level may be sufficient
Deductive Reasoning	10.6	12.6	10.5	<	Some improvement in abilities may be required
Inductive Reasoning	10.2	12.5	10.2	<	Some improvement in abilities may be required
Mathematical Reasoning	6.3	9.0	8.0	<	Some improvement in abilities may be required
Number Facility	6.3	8.9	7.4	<	Some improvement in abilities may be required
Speed of Closure	5.9	7.6	5.9	<	Some improvement in abilities may be required

The maximum possible rating is 25.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Activities that Both Occupations Have in Common		Similarity of Focus Occupation to Associated Occupation: 84
Focus Occupation: Insurance Sales Agents (41-3021) Associated Occupation: Claims Adjusters, Examiners, and Investigators (13-1031)		
Work Activities	Exclusivity of Activity	
Calculate insurance premiums or awards	95	
Fill out business or government forms	42	
Follow contract, property, or insurance laws	70	
Inspect property	85	
Interview customers	71	
Maintain records, reports, or files	5	
Make decisions	24	
Make presentations	13	
Obtain information from individuals	24	
Use computers to enter, access or retrieve data	3	

Not all positions in these occupations will necessarily perform all of the listed activities. The exclusivity rating is an indication of how unique the activity is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations engage in that activity.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.

Tools and Technologies that Both Occupations Have in Common

Similarity of Focus
Occupation to Associated
Occupation: 73

Focus Occupation: Insurance Sales Agents (41-3021)

Associated Occupation: Claims Adjusters, Examiners, and Investigators (13-1031)

Tools and Technologies	Exclusivity
Business function specific software	1
Computers	1
Content management software	6
Data management and query software	1
Finance accounting and enterprise resource planning ERP software	2
Network applications software	1

Not all positions in these occupations will necessarily use all of the listed tools and technologies. The exclusivity rating is an indication of how unique the tool or technology is amongst all occupations. The maximum rating is 100. High scores indicate that only a small number of occupations use that tool or technology.

Source: Alaska Department of Labor and Workforce Development, Research and Analysis Section analysis of O*NET (Occupation Information Network) data.